

Message Text

UNCLASSIFIED

PAGE 01 TOKYO 06608 200508Z

17

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 099962

P R 200305Z MAY 75
FM AMEMBASSY TOKYO
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 237

UNCLAS TOKYO 6608

FOR OIM/WELCH

E. O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: CLOSE-OF-EXHIBITION REPORT - ANALYTICAL INSTRUMENTS FOR
SCIENCE AND INDUSTRY EXHIBITION

1. EXHIBITION: ANALYTICAL INSTRUMENTS FOR SCIENCE AND INDUSTRY
EXHIBITION
 2. PLACE AND DATES: U.S. TRADE CENTER, TOKYO MAY 12-16, 1975
 3. U.S. EXHIBITORS SEEKING AGENTS AND DISTRIBUTORS: FOUR
 - A) AGENTS AND DISTRIBUTORS APPOINTED: TWO
 - B) AGENCIES/DISTRIBUTORSHIPS UNDER NEGOTIATION: THREE (30 LEADS)
 - C) LICENSEE AGREEMENTS SIGNED OR UNDER NEGOTIATION: NONE
 - D) JOINT VENTURE AGREEMENTS SIGNED OR UNDER NEGOTIATION: NONE
 4. SALES:
 - A) IMMEDIATE: \$177,545
 - B) TWELVE-MONTH PROJECTION: \$5,353,000
 - NTM: \$905,000
 - OTM: \$4,448,000
 5. REGISTERED VISITORS: 1,039 (1,143 HAND-COUNT)
 6. TOTAL EXHIBITORS: THIRTY-EIGHT (24 PARTICIPANTS)
 - A) NEW-TO-EXPORT: FOUR
 - B) NEW-TO-MARKET: SEVEN
- UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TOKYO 06608 200508Z

C) OLD-TO-MARKET: TWENTY-SEVEN

- D) FULLY ACHIEVING PRIMARY MARKETING OBJECTIVE: SEVENTEEN
- E) PARTIALLY ACHIEVING PRIMARY MARKETING OBJECTIVE: TWENTY-ONE
- F) FAILING TO ACHIEVE PRIMARY MARKETING OBJECTIVE: NONE
- G) U.S. EXHIBITORS WITH REPRESENTATIVES ATTENDING FROM U.S.: NINE

7. NARRATIVE

OPENING CEREMONIES HELD ON MONDAY, MAY 12, AT 5:00 P.M. WITH WELCOMING REMARKS BY TCD AND BRIEF SPEECHES BY GUESTS OF HONOR DR. MANFRED J. CZIESLA, HEAD, NATIONAL SCIENCE FOUNDATION, TOKYO, AND DR. TETSUO NOZOE, PRESIDENT, CHEMICAL SOCIETY OF JAPAN. RECEPTION WHICH FOLLOWED ATTENDED BY APPROXIMATELY ONE HUNDRED GUESTS, PRIMARILY EXECUTIVES FROM TARGET AUDIENCE, TRADE ASSOCIATIONS, PRESS. TWENTY-FIVE PERCENT TOTAL ATTENDANCE FROM OUTSIDE TOKYO AREA.

ON SATURDAY, MAY 10, SECRETARY OF COMMERCE ROGERS C.B. MORTON AND DEPUTY ASSISTANT SECRETARY LAWRENCE FOX TOURED EXHIBITION HALLS AND WERE BRIEFED ON TC OPERATIONS. ON MONDAY, MAY 12, USDOC ASST SECY SCIENCE AND TECHNOLOGY BETSY ANCKER-JOHNSON VISITED EXHIBITION. HODGSON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975TOKYO006608
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750176-0670
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750533/aaaabeeee.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 25 NOV 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <25 NOV 2003 by MaustMC>; APPROVED <15 JAN 2004 by SmithRJ>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CLOSE-OF-EXHIBITION REPORT - ANALYTICAL INSTRUMENTS FOR SCIENCE AND INDUSTRY EXHIBITION
TAGS: BEXP, JA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006